



## PBS Customer Forum Series – Q & A



### **Topic: Transactional Strategies for Real Property Disposal - Is It Time To Let It Go...?**

#### **Presenters:**

*Flavio Peres, Assistant Commissioner, PBS Office of Real Property Utilization and Disposal*

*Ralph Conner, Director, Real Property Utilization, PBS Office of Real Property Utilization and Disposal*

*Adam Bodner, Executive Director, Public Buildings Reform Board*

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#### **Session Links:**

- You can learn more about the Public Buildings Reform board at <https://www.pbrb.gov>
- GSA's Real Property Disposal services can be explored at:
  - <https://www.gsa.gov/real-estate/real-estate-services/real-property-utilization-disposal> - Our main gsa.gov page
  - <https://disposal.gsa.gov/s/> - Real Property Utilization & Disposal
  - <https://realestatesales.gov> - GSA Auctions
  - <https://disposal.gsa.gov/s/FAA> - Resources for Federal Agency Customers

#### **Question 1: Is there a difference between an outlease and a sub-lease?**

*Answer - Yes, an Outlease can be created for property you own. A Sublease would apply to property you rent.*

#### **Question 2: Are Federal agencies required to pay a fee to GSA for execution of real estate transactions?**



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**Answer:** Great question, it depends on the authority. GSA is funded to manage properties being excessed via the Property Act. That said, we also work on a reimbursable basis with agencies utilizing their own authorities.

**Question 4: Does GSA offer appraisal services to delegated agencies for a fee?**

**Answer:** Yes, GSA does offer a variety of valuation services, including appraisals and full simple marketability studies. Contact our offices for more detail about these services and fees so we can help you find the right solution for your needs.

**Question 5: When is the next PBRB public meeting?**

**Answer:** The PBRB intends to hold a public meeting sometime in Fall 2021, likely the end of October. Please check our website; and you also can view the agendas and meeting slide decks from our past public meetings on this site: <https://www.pbrb.gov/upcoming-public-meetings/>.

**Question 6: Can you do sale leasebacks? Retain a partial leasehold interest?**

**Answer:** All Leasebacks are subject to OMB Circular A-11 scoring regulations.

**Question 7: Does the PBRB engage with DOD on its disposals?**

**Answer:** No; DoD properties are excluded from consideration under FASTA.

**Question 8: Can we also obtain comparable rent surveys?**

**Answer:** Generally our Appraisal Services are tied to fee dispositions and not rent surveys. That said, please feel free to contact us to discuss your project.

**Question 9: Doesn't GSA retain a percentage of proceeds (as a fee) from public sales?**

**Answer:** No, proceeds are managed



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**Question 10:** *In reference to FASTA, how much of the \$30 million from the Cotton Annex sale is left for agencies who have costs (move or remodel) associated with the properties submitted to this program?*

**Answer:** The Asset Proceeds Fund contains approximately \$30M that could be recommended by the Board for use by Agencies with disposal related costs. These funds came from annual appropriations however, not from the sale of the Cotton Annex.